

Economic Development Committee

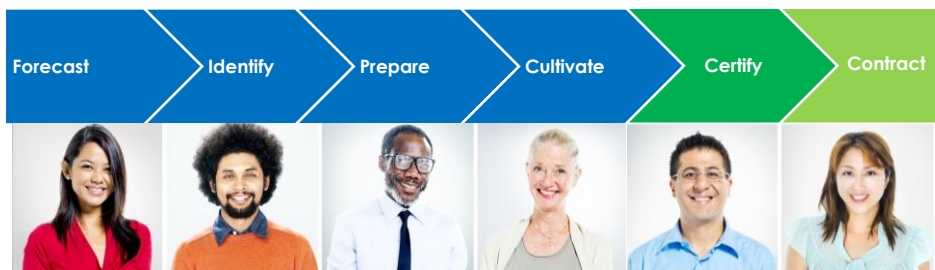


Capacity Building Strategy Update
August 27, 2018

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Capacity Building Strategy Update

City of Charlotte Economic Development
Charlotte Business INClusion
City of Charlotte Procurement



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Ongoing Workplan Development

- **Internal Workplan Under Development that Identifies:**

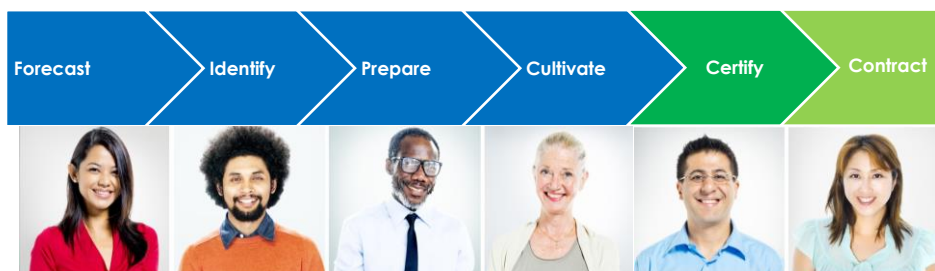
- Goals & Objectives - Metrics
- Necessary Activities - Measurable Outcomes
- Internal and External Partners



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Overarching Goals and Objectives

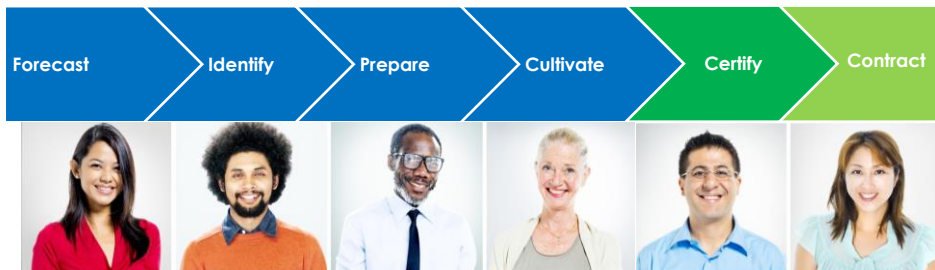
- Increase # of MBE certified firms
- Increase \$ amount of contracts to MBE's
- Increase # of contracts awarded to MBE's
- Match capacity building opportunities in the marketplace with necessary areas of capacity building



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July - August Activities

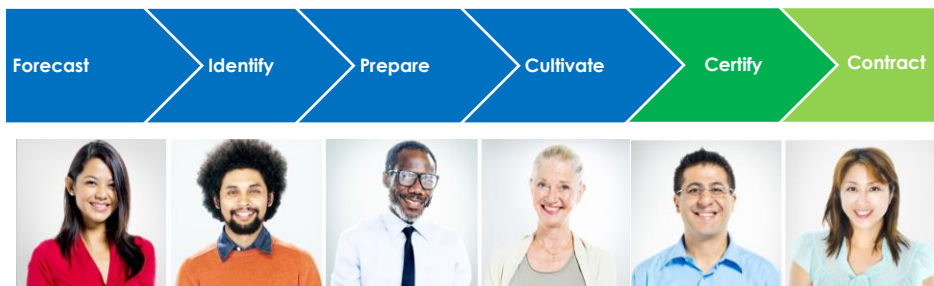
- Forecasting: data mining to determine projected City contracting opportunities for the next 18 – 24 months
- Identify: Top areas of no and low availability across 3 categories
- Prepare: Initial interviews and surveys with certified firms that have not received contracts



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July - August Activities

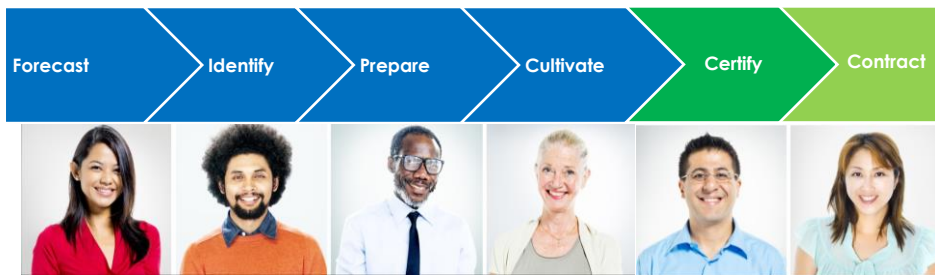
- Prepare/Cultivate – identification of capacity building programs and best practices in the marketplace
- Certify – identifying firms that are certified with other agencies
- Contract – ongoing monitoring



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September – November Activities

- Discuss bid evaluation processes with departments
- Interview firms that successfully bid with the City and are responsive with regard to MWSBE goals
- Interviews/surveys with unsuccessful certified firms (ongoing)



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September – November Activities

- Evaluate capacity building programs to determine best fits
- Determine what best practices could be adopted



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Questions?

